

REWARD

Will pay \$250 for the arrest and conviction of one or all the parties who broke into the shaft house of the Apex Mines company and took a 30 h. p. motor and starting box. Will pay a further reward of \$100 for the return of the motor and starting box. A further reward of \$100 will be paid for information leading to the arrest and conviction of one or all the guilty parties.

J. G. CRUMLEY.

We give the closest attention to all kinds of job printing. A trial order will make you a regular customer.

Advertisers using the columns of The Bonanza reap the benefits of their expenditure by increased sales of their merchandise. Are you an advertiser?

TONOPAH & TIDEWATER RAILROAD

REDUCED FREIGHT RATES

Will be Effective from Coast Points
JANUARY 30TH, 1922

Save Money by Consulting

D. ASPLAND, GENERAL AGT.

Some Aspects of the Farmers' Problems

By BERNARD M. BARUCH

(Reprinted from Atlantic Monthly)

Continued from yesterday

Now, what is the farmer asking? Without trying to catalogue the remedial measures that have been suggested in his behalf, the principal proposals that bear directly on the improvement of his distributing and marketing relations may be summarized as follows:

First: storage warehouses for cotton, wool, and tobacco, and elevators for grain, of sufficient capacity to meet the maximum demand on them at the peak of the marketing period. The farmer thinks that either private capital must furnish these facilities, or the state must erect and own the elevators and warehouses.

Second: weighing and grading of agricultural products, and certification thereof, to be done by impartial and disinterested public inspectors (this is already accomplished to some extent by the federal licensing of weighers and graders), to eliminate underpaying, overcharging, and unfair grading, and to facilitate the utilization of the stored products as the basis of credit.

Third: a certainty of credit sufficient to enable the marketing of products in an orderly manner.

Fourth: the Department of Agriculture should collect, tabulate, summarize, and regularly and frequently publish and distribute to the farmers full information from all the markets of the world, so that they shall be as well informed of their selling position as buyers now are of their buying position.

Fifth: freedom to integrate the business of agriculture by means of consolidated selling agencies, co-ordinating and co-operating in such way as to put the farmer on an equal footing with the large buyers of his products, and with commercial relations in other industries.

When a business requires specialized talent, it has to buy it. So will the farmers; and perhaps the best way for them to get it would be to utilize some of the present machinery of the largest established agencies dealing in farm products. Of course, if he wishes, the farmer may go further and engage in flour-milling and other manufactures of food products. In my opinion, however, he would be wise to stop short of that. Public interest may be opposed to all great integrations; but in justice, should they be forbidden to the farmer and permitted to others?

The corporate form of association can not now be wholly adapted to his objects and conditions. The looser co-operative form seems more generally suitable. Therefore, he wishes to be free, if he finds it desirable and feasible, to resort to co-operation with his fellows and neighbors, without running about of the law. To urge that the farmers should have the same liberty to consolidate and co-ordinate their peculiar economic functions, which other industries in their fields enjoy, is not, however, to concede that any business integration should have legislative sanction to exercise monopolistic power. The American people are as firmly opposed to industrial as to political autocracy, whether attempted by rural or by urban industry.

For the united effort the farmers as a whole are still marketing their crops by antiquated methods, or by no methods at all, but they are surrounded by a business world that has been modernized to the last minute and is tirelessly striving for efficiency. This efficiency is due in large measure to big business, to united business, to integrated business. The farmers now seek the benefits of such largeness, union and integration.

The American farmer is a modern of the moderns in the use of labor-saving machinery and he has made vast strides in recent years in scientific (illage and efficient farm management but as a business in contact with other businesses he is a "one horse man" in competition with high power automobiles. The American farmer is the greatest and most intractable of individualists. While industrial production and all phases of the huge commercial mechanism and its myriad accessories have articulated and co-ordinated themselves all the way from natural raw materials to retail sales, the business of agriculture has gone on in much the one man fashion of the backwoods of the first part of the nineteenth century, when the farmer was self-sufficient and did not depend upon, or care very much, what the great world was doing. The result is that the agricultural group is almost as much at a disadvantage in dealing with other economic groups as the jay farmer of the funny pages in the hands of sleek urban confidence men, who sell him acreage in Central Park or the Chicago city hall. The leaders of the farmers thoroughly understand this, and they are intelligently striving to integrate their industry so that it will be on an equal footing with other businesses.

As an example of integration, take the steel industry, in which the model is the United States Steel Corporation, with its iron mines, its coal mines, its lake and rail transportation, its ocean vessels, its by-product coke ovens, its blast furnaces, its open hearth and Bessemer furnaces, its rolling mills, its tube mills and other manufacturing processes that are carried to the highest degree of finished production compatible with the large trade it has built up. All this is generally conceded to be to the advantage of the consumer. Nor does the steel corporation inconsiderately dump its products on the market. On the contrary, it so

acts that it is frequently a stabilizing influence, as is often the case with other large organizations. It is master of its distribution as well as of its production. If prices are not satisfactory the products are held back or production is reduced or suspended. It is not compelled to send a year's work to the market at one time and take whatever it can get under such circumstances. It has one selling policy and its own export department. Neither are the grades and qualities of steel determined at the caprice of the buyer, nor does the latter hold the scales. In this single integration of the steel corporation is represented about 30 per cent of the steel production of America. The rest is mostly in the hands of a few large companies. In ordinary times the steel corporation, by example, stabilizes all steel prices. If this is permissible (it is even desirable, because stable and fair prices are essential to solid and continued prosperity) why would it be wrong for the farmers to utilize central agencies that would have similar effects on agricultural products? Something like that is what they are asking.

Some farmers favored by regional competitiveness and security, such as the citrus fruit raisers of California, already have found a way legally to merge and sell their products integrally and in accordance with seasonal and local demand, thus improving their position and rendering the consumer a reliable service of assured quality, certain supply, and reasonable and relatively steady prices. They have not found it necessary to resort to any special privilege, or to claim any exemption under the anti-trust legislation of the state or nation. Without removing local control, they have built up a very efficient marketing agency. The grain, cotton, and tobacco farmers, and the producers of hides and wool, because of their numbers and the vastness of their regions, and for other reasons, have found integration a more difficult task; though there are now some thousands of farmers' co-operative elevators, warehouses, creameries, and other enterprises of one sort and another, with a turn-over of a billion dollars a year. They are giving the farmers business experience and training, and so far as they go, they meet the need of honest weighing and fair grading; but they do not meet the requirements of a rationally adjusted marketing in any large and fundamental way.

The next step, which will be a pattern for other groups, is now being prepared by the grain raisers through the establishment of sales media which shall handle grain separately or collectively, as the individual farmer may choose. It is this step—the plan of the Committee of Seventeen—which has created so much opposition and is thought by some to be in conflict with the anti-trust laws. Though there is now before congress a measure designed to clear up doubt on this point, the grain producers are not relying on any immunity from anti-trust legislation. They desire, and they are entitled, to co-ordinate their efforts just as effectively as the large business interests of the country have done. In connection with the selling organizations the United States Grain Growers' Incorporated is drafting a scheme of financing instrumentalities and auxiliary agencies which are indispensable to the successful utilization of modern business methods.

It is essential that the farmers should proceed gradually with these plans, and aim to avoid the error of scrapping the existing marketing machinery, which has been so laboriously built up by long experience, before they have a tried and proved substitute or supplementary mechanism. They must be careful not to become entangled in their own reforms and lose the perspective of their place in the national system. They must guard against fanatical devotion to new doctrines, and should seek articulation with the general economic system rather than its reckless destruction as it relates to them.

To take a tolerant and sympathetic view of the farmers' striving for better things is not to give a blanket endorsement to any specific plan, and still less to applaud the vagaries of some of their leaders and groups. Neither should we, on the other hand, allow the froth of bitter acclamation to conceal the facts of the farmers' disadvantages, and the practicability of eliminating them by well-considered measures. It may be that the farmers will not show the business sagacity and develop the wise leadership to carry through sound plans; but that possibility does not justify the obstruction of their upward efforts. We, as city people, see in high and speculatively manipulated prices, spoilage, waste, scarcity, the results of defective distribution of farm products. Should it not occur to us that we have a common interest with the farmer in his attempts to attain a degree of efficiency in distribution corresponding to his efficiency in production? Do not the recent fluctuations in the May wheat option, apparently unrelated to normal interaction of supply and demand, offer a timely proof of the need of some such stabilizing agency as the grain growers have in contemplation?

It is contended that, if their proposed organizations be perfected and operated, the farmers will have in their hands an instrument that will be capable of dangerous abuse. We are

not that it will be possible to pervert it to arbitrary and oppressive practices, fixing from its legitimate use of ordering and stabilizing the flow of farm products to the market, to the mutual benefit of producer and consumer. I have no apprehensions on this point.

In the first place, a loose organization, such as any union of farmers must be at best, cannot be so arbitrarily and promptly controlled as a great corporation. The one is a lumbering democracy and the other an agile autocracy. In the second place, with all possible power of organization, the farmers cannot succeed to any great extent, or for any considerable length of time, in fixing prices. The great law of supply and demand works in various and surprising ways, to the undoing of the best laid plans that attempt to foil it. In the third place, their power will avail the farmers nothing if it is almost, in our time and country, power is of value to its possessor only so long as it is not abused. It is fair to say that I have seen no signs in responsible quarters of a disposition to dictate prices. There seems, on the contrary, to be a commonly beneficial purpose to realize a stability that will give an orderly and abundant flow of farm products to the consumer and ensure reasonable and dependable returns to the producer.

In examining the agricultural situation with a view to its improvement we shall be most helpful if we maintain a detached and judicial viewpoint remembering that existing wrongs may be chiefly an accident of unbalanced economic growth instead of a creation of malevolent design and conspiracy. We Americans are prone, as Professor David Friday well says in his admirable book, "Profits, Wages and Prices," to seek a "criminal intent" behind every difficult and undesirable economic situation. I can positively assert from my contact with men of large affairs, including bankers, that as a whole, they are endeavoring to fulfill as they see them the obligations that go with their power. Presumably with the grave problems and heavy tasks of their own immediate affairs they have not turned their constructive attention to the deficiencies of agricultural business organization. Agriculture, it may be said, suffers from their preoccupation and neglect rather than from any purposeful exploitation by them. They might now be busy to respond to the farmers' difficulties which they must realize are their own.

On the other hand, my contacts with the farmers have filled me with respect for them. For their sagacity, their patience, their industry. Within the last year and particularly at a meeting called by the Kansas State Board of Agriculture and at another called by the Committee of Seventeen, I have met many of the leaders of the new farm movement, and I testify in all sincerity that they are undergoing a development of a more intelligent and exacting sense of the farmer's position, and a more earnest and intelligent effort to meet such needs and such a cause half way. Their business is our business—the nation's business.

Call Mrs. Sylvia Grochong, phone 306, when you need music for dances or parties. The Grochong orchestra is composed of real musical artists. 36-17

Our job department is unequalled in southern Nevada. A trial order will make you a regular customer.

MONTANA CAFE

— for the —
BEST FOOD

Private Tables for Ladies
Boxes for Parties

— for the —
Best Steaks — Pastries

SERVICE

TRY IT

MONTANA CAFE

BLAKE'S CABARET OF REFINEMENT

REMODELED AND
REFURNISHED
CLASSY ENTERTAINERS
INSPECTION INVITED
Jack Blake I. D. Silva
Proprietors

WHY NOT

Have your Laundry done right? We do it at RENO PRICES and we pay one way.

RENO STEAM LAUNDRY
RENO, NEVADA

\$5 Portrait Free

In order to do something during these dull times, we will make you a \$25 oval convex \$5.00 portrait FREE. We want you to show it to your friends and advertise our work. All we ask of you—send us 95c to pay for postage and boxing and we will send the portrait prepaid, free. Mail your photos with 95c. Give us a trial. No frame catch—only your frame where you please. We repay anything and everything money back if not pleased.

PALM ART CO.,
Hastings Neb.

The Bonanza carries TWICE as much NEWS as any paper in this section. Comparison invited.



Wholesale Meat Prices { UP DOWN} WHY?

Do wholesale meat prices go up and down with fluctuations in live stock prices?
Why do live stock prices fluctuate?
Why are some cuts of meat higher than others?
What kind of competition is there in the meat business?
Where does your meat come from?
How does it happen that you can always get it?
Why is the large packer necessary?

Swift & Company's 1922 Year Book answers these and many other questions.

It's ready for distribution, and there is a copy free for you. Send for it. You'll enjoy reading it. It's a revealing document.

Address Swift & Company
4299 Packers Avenue
Union Stock Yards, Chicago, Ill.

Swift & Company, U. S. A.



Tonopah Bottling Works

Phone 812

Manufacturers of Carbonated Beverages

Lemon Soda, Raspberry Soda, Iron Port, Cream Soda,
Hires Root Beer, Coca Cola, Strawberry Soda, Iron Beer,
Sarsaparilla, Cider, Mineral Water, etc.

Hall Building

Tonopah, Nevada

HOME OF LOW PRICES!

CRUMLEY BLDG., COR. MAIN AND EVERETT
COMPLETE LINE OF
DOMESTIC AND IMPORTED GROCERIES
GOODS SOLD AT SMALLEST MARGIN OF PROFITS
POSSIBLE

H. CHIATOVICH CO.

Phone 1522

TONOPAH'S BRIGHT SPOT!

THE DESERT CLUB

Formerly Tonopah Liquor

Full Line of Soft Drinks
Club Room in Connection

Chet. Carpenter

G. T. Osborne

United Cattle and Packing Co.

Carries the very best of Fresh and Smoked Meats
Best Fruits and Vegetables Obtainable
Deliveries Prompt and Free Phone 1162 Tonopah, Nevada

Nevada First National Bank of Tonopah

CAPITAL, \$100,000



This illustration of the New Queen Broom Holder will give you an idea of how handy and simple it really is—No home is complete without this practical, convenient device. We have one for your home and want you to call and receive this useful household necessity with our compliments.

Sincerely,

Tonopah Hardware Co.
Kindly bring this card.